



J. Francis Company LLC

GENERAL CONTRACTING AND REMODELING

1410 High Street • Pittsburgh, PA 15212 • phone: 412.322.6407 • fax: 412.322.6425

newsletter

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Super Trivia Challenge

Here's your Chance at a \$20 Gift Card!

Trivia is a fun feature of the newsletter. Each & every month brings a new question & opportunity for **you** to win! The first correct answer emailed to jean@jfcollc.com will be the proud winner of a \$20 Gift Card of your choice.

Question: The "Nutcracker" started as a story by E.T.A. Hoffmann in what year?

Answer:

- a) 1846
- b) 1861
- c) 1911
- d) 1816

Thanks for the Kind Words

"On behalf of North Catholic High School, I just wanted to drop you a note of thanks for the wonderful donation of desks to our school you made last summer. They have made a

December 2007

Merry Christmas, Happy Hanukkah, Happy Kwanza! As you celebrate the holiday season, we would like to remind you to savor the moment. J. Francis Company, LLC wishes you and your loved ones a very happy & healthy holiday season. Read on to learn about "building greener" in this issue. We look forward to hearing from you!

Company Update

Building Greener

J. Francis Company, LLC believes it has a responsibility to utilize raw materials and recycle goods in an environmentally friendly manner. We go to the extra effort to reuse, reclaim, reduce & recycle wherever possible. An example of reuse is that we reclaimed the original framing lumber for custom made doors and trim (the woodworking was performed in our in-house millwork facility) for three projects in 2007. This reduces the load of demolition materials going into landfills and maximizes the efficient use of those raw materials.

We frequently salvage and recycle goods that are removed from a customer's location to be reused by others. An example of this was our scope of work in a university project this summer called for the removal of hundreds of students' desks. The desks were in good condition & could be reused by another school. Upon inquiry to a number of schools, J. Francis Company, LLC was able to donate & deliver the desks to a high school where they were promptly put to good use. We have made numerous donations of reusable materials to non profit and community based organizations for woman's shelters, homeless shelters, etc. If you have seen us build a project, you may have wondered why we leave piles of "cutoffs" while we are framing. Short pieces of wood or metal are great to use for blocking, corner reinforcement, etc. instead of cutting up a new 8 ft 2x4. Our desire is to make a positive difference by becoming more educated and aware of ways to reuse, reduce & recycle.

Feature Project

University Classroom Remodeling

wonderful improvement to our classrooms. Please keep us in mind if you should ever come across anything else."

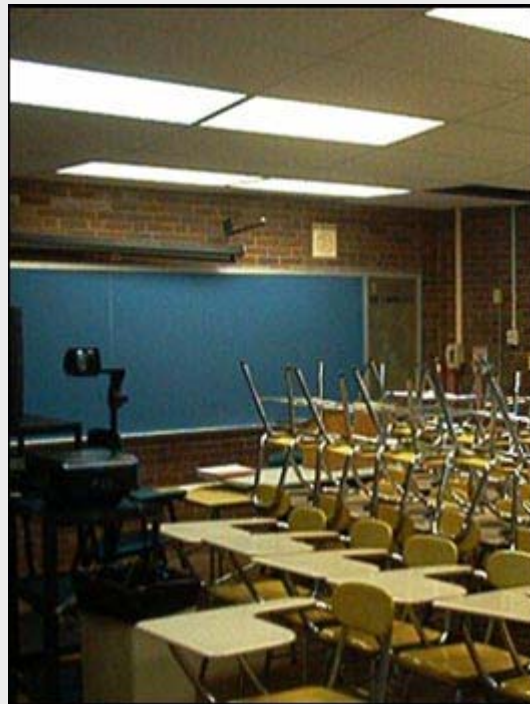
Remodeling Tips

Not all contractors operate within ethical boundaries. Here are some suggestions to potential rip-offs. A less than reputable contractor:

- Solicits door-to-door.
- Just happens to have materials left over from a previous job.
- Only accepts cash payments.
- Asks you to get the required building permits.
- Does not list a business number in the local telephone directory.
- Does not carry insurance/workman's compensations but tells you that you'll save money that way.
- Provides references or credentials that cannot be verified.
- Pressures you for an immediate decision.
- Offers exceptionally long guarantees or offers no warranty or guarantee program.
- Asks you to pay for the entire job up-front.
- Suggests that you borrow money from a lender the contractor works with.
- Does not present a written scope of work and contract identifying the terms of payment, how change orders are handled, timelines, etc.
- If the General Contractor or Remodeler tells you that they can perform plumbing & electrical work themselves without using a licensed and registered plumber or

Scope of work: As colleges & universities are bursting at the seams with the highest number of applicants in our countries history (the children of the baby boomers), the presenting challenge is to adapt the classrooms to these changes. The university wanted to update the classrooms in this building for technology improvements and aesthetic appearance. The scope of work included removing the existing walls of a storage room and office space to expand for a larger classroom/lecture hall. Given the architectural design of this building by Pittsburgh architect, Tasso Katselas, effort was made to expose the original elements of the building for an adaptive reuse design. The ceiling tile & grid was removed & new suspended parabolic light fixtures were installed in the original ceiling cement bays. Drywall and old glue was removed to expose the original brick walls in the classroom. A whiteboard was installed in the front of the classroom with a ceiling suspended projector for lecturing. A new accent wall was installed in the back of the classroom over outdated yellow & white tile. New flooring, trim & wall repair finished out the warm and modern learning environment that this popular classroom now offers.

Before Views



electrician.

- Gives you an offer that is too good to be true...it probably is!

Our Core Values

- Caring
- Competence
- Integrity
- Respect
- Timeliness

J. Francis Company, LLC approaches business with our core values as a guide.

What Kind of Work Does J. Francis Company Do?

Our Typical Remodeling/Renovation Work Includes:

- Additions
- Bathrooms
- Basement Remodeling
- Classroom Improvements
- Demolition
- Drywall and Plasterwork
- Electrical
- Finished Carpentry
- Flooring
- Gut and Rehab
- Kitchens
- Mechanicals
- Office Build-Outs
- Painting
- Plumbing
- Roofing
- Rough and Trim Carpentry
- Siding
- Space Reconfigurations
- Tenant Build-Outs
- Windows
- Wood and Metal Framing
- and Much More !!

Referral Rewards Program



During Views



Could You Use \$100.00??

- For every referral you send our way that becomes a customer, you will receive your choice of: a \$100 gift certificate to the store or restaurant of your choice or a \$100 donation to the charity of your choice in your name.
- By referring your friends, clients & co-workers to us for remodeling & renovation projects, you've helped our business grow. Offering these special rewards is our way of saying thanks. To take advantage of our Referral Reward Program, just email to jean@jfcollc.com or fax to 412.322.6425 the following contact information: your name & phone number, the name, address & phone number of the person you are referring. We will follow up on every referral.

Contact Us**Our Mission Statement...**

"J. Francis Company, LLC exists to provide our customers with competent general contracting services. We emphasize integrity, respect and timeliness in all our relationships. Our goal is sustained growth and profitability by continually exceeding expectations."

Contact us:

John McCloskey, President:
john@jfcollc.com

Dave Myers, Vice President:
dave@jfcollc.com

Jean M. Krak, Business
Development Manager:
jean@jfcollc.com

**Finished Views**

John Hoover, Production
Manager:
hoover@jfcollc.com

Ed Bittner:
Estimator/Residential Sales:
ed@jfcollc.com

Toni Shar, Office Manager:
toni@jfcollc.com

Nicole McCaffrey, Administrative
Assistant:
nicole@jfcollc.com

J. Francis Company, LLC
General Contractor
1410 High Street
Pittsburgh, Pa. 15212
412.322.6407 office
412.322.6425 fax
jfcollc.com

Links





Team Update

Nicole McCaffrey is the newest addition to J. Francis Company, LLC. In her position as administrative assistant, she handles incoming calls, maintains the files and archives, inputs bills from vendors, and assists the staff with projects. Prior to working at J. Francis Company, Nicole worked for a real estate title company and also as a bank teller for a number of years. Nicole says, "I enjoy working at J. Francis Company. It is great to laugh while working. Everyone has been very friendly and helpful."

Nicole has been married to her husband, Pat, for ten years. They have three boys: Cody, Aaron, and Joshua. They enjoy going camping, taking walks through the woods, and going to the beach. They also enjoy playing board games and cards. When Nicole is not working or spending time with her family, she enjoys reading.

What's New in '07

Going Green for Remodeling!

According to the National Association of the Remodeling Industry (NARI), Green Remodeling "emphasizes making a home healthy, comfortable & efficient. Consideration is given to indoor air quality, energy conservation, resource conservation, reduced material waste & the use of products that are better for the environment & for people. Green remodeling is becoming more popular as homeowners consider healthy issues, energy costs & natural resources. Remodeling an existing home, rather than building a new one, is the 'greenest' decision a homeowner can make. Open land is preserved and the energy required to make the materials for a new house plastics is saved, such as concrete, lumber, metals. Additionally, making an existing home more "green" has been made easier than ever before. There has been a proliferation of products, systems, and materials designed to reduce energy and resource consumption. These solutions help lower utility bills through using ENERGY STAR* (SEE BELOW) rated products, improve indoor comfort and air quality, and control and mitigate unwanted air and moisture intrusion. In addition, remodeling green can now earn homeowners a federal tax credit. Consider the following ways a home remodeling project that can encourage recycling & reuse:

- **Insulation.** Installing or upgrading insulation in the walls, floors, and ceiling/attic, with special attention to the myriad openings in the house (e.g., electrical outlets) helps block thermal transfer through the home's structure. According to the Dow Corporation, the combined open space in the average home created by gaps, cracks and holes is the equivalent of a four by four foot open window. Properly installed insulation and the skillful use of caulk and expanding foam makes a more comfortable indoor climate that requires less energy to maintain.

A remodeling project could also include insulation for ductwork to block heat loss, allowing the heating and cooling equipment to operate more efficiently. Many new insulation products include recycled content, such as denim, to make them even more eco-friendly.

- **Windows.** High-performance insulated windows and glass doors that block hot or cold air and the sun's ultraviolet rays not only reduce home energy consumption, but also create a more comfortable living environment.

- **Resource-saving fixtures.** Appliances rated by the federal Energy Star* program for their energy efficiency -- from laundry equipment to refrigerators and furnaces -- are designed to work better and last longer with less energy use. Water heaters are more energy efficient. Tankless versions conserve water, too. Low-flow toilets, front-loading clothes washers, and most faucets are designed to reduce water use without sacrificing performance or reliability.

- **Lighting.** Upgraded, Energy Star-rated light fixtures equipped with compact fluorescent bulbs serve both task and general lighting needs at a fraction of the energy use

required by traditional incandescent bulbs.

• **Non-toxic finishes.** Paints and coatings made without volatile organic compounds (VOCs) offer comparable performance without the toxic off-gassing and odor of conventional finishes, thus improving indoor air quality.

As products develop and homeowners become more aware of environmental issues, professional remodelers must balance green building with the inherent differences in home remodeling versus new construction. A remodeler may be asked to make an entire existing house greener. More often, a remodeler will take a room-by-room approach to green that better serves needs, budgets, and sensitivities of a homeowner client.

With more than 120 million existing homes in the U.S., there's no doubt that green remodeling is the wave of the future. It's a trend that a growing number of professional remodelers are equipped to take advantage of. All will benefit: Remodelers, homeowners and the environment.

*ENERGY STAR is a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy helping us all save money and protect the environment through energy efficient products and practices.

Energy efficient choices can save families about a third on their energy bill with similar savings of greenhouse gas emissions without sacrificing features, style or comfort. If you are looking for new household products, look for ones that have earned the ENERGY STAR. These products meet the strict efficiency guidelines set by the EPA and U.S. Department of Energy.

When buying an appliance, remember that it has two price tags: what you pay to take it home and what you pay for the energy and water it uses. ENERGY STAR qualified appliances incorporate advanced technologies that use 10-50% less energy and water than standard models. The money you save on your utility bills can more than make up for the cost of a more expensive, but more efficient, ENERGY STAR model.

Look for energy-efficient clothes washers, refrigerators, freezers, dishwashers, room air conditions and dehumidifiers that have earned the ENERGY STAR. This mark will appear on the appliance or the packaging as an Energy Guide label.

You can also look for the ENERGY STAR when undertaking larger home improvements, such as, windows, doors, and skylights. Consumers may also be eligible to receive a federal tax credit for making energy efficient improvements on their home. For more information, check out energystar.gov.



Jean M. Krak
J. Francis Company, LLC

email: jean@jfcollc.com
phone: 412.322.6407
web: <http://www.jfcollc.com>